

**MINUTES OF THE RHODE ISLAND  
REAL ESTATE COMMISSION**

**DATE: December 8, 2011**

**TIME: 9:15 A.M.**

**LOCATION: Department of Business Regulation**

**John O. Pastore Center**

**1511 Pontiac Ave. Bldg. 69-1**

**Cranston, RI 02920-0942**

**Members Present:**

**David Iannuccilli – Chairperson, John Silvia –Vice Chairperson,  
Robert Recchia, Pamela Kobrock, Thomas Foley, Raymond J. Harris,  
Brenda Marchwicki, William DeLuca.**

**Non Members Present:**

**Mary Ann Dube, Real Estate and Norma Mousseau of RI Association  
of Realtors.**

**Chairperson David Iannuccilli called the meeting to order at 9:27 AM.**

**Chairperson David Iannuccilli advised the board that the minutes  
from the November 10, 2011 meeting were available for review. The  
minutes from November 10, 2011 were motioned and approved.**

**The following continuing education courses will be reviewed:**

**Brenda Marchwicki presented the recommendations of the Continuing Education committee to the Board.**

**The CE Shop, Inc.**

- At Home With Diversity – 8 hrs**
- Real Estate Marketing Reboot: Innovate Relate > Differentiate -6 hrs**
- RPR: Real-Time Data, Market Knowledge, Informed Customers – 3 hrs**

**Motion by Ray Harris to accept the recommendation and seconded by Pamela Kobrock. Motion passed.**

**Coldwell Banker Residential Brokerage**

- Accredited Buyer Representative - 12 hrs**
- Buyer Interview – 3 Core**
- Communicate With Success - 3 hrs**
- Lead Awareness and Safety – 3 hrs**

**Motion by Ray Harris to accept the recommendation and seconded by Pamela Kobrock. Motion passed.**

**Continuing Ed Express, LLC**

- A Guide to Navigating Transactions – 3 hrs**
- Code of Ethics Case Studies II – 3 hrs**
- Negotiate With Confidence and Power: Fundamentals –3 hrs**
- Negotiate With Confidence and Power: Advance Practices – 3 hrs**

**Motion by Ray Harris to accept the recommendation and seconded by Pamela Kobrock. Motion passed.**

**Hunter Academy of Real Estate**

- Code of Ethics and Standards of Practice -3 hrs**

**Motion by Ray Harris to accept the recommendation and Sseconded by Pamela Kobrock. Motion passed.**

**Investment Property Exchange Services, Inc.**

- 1031 Tax Deferred Exchanges- 3 hrs**

**Motion by Ray Harris to accept the recommendation and seconded by Pamela Kobrock. Motion passed.**

**Kent Washington Association of Realtor**

- Risk Management for Real Estate Professionals 3- CEH – Unable to open disk.**

**Martinelli Caputi, Ltd.**

- Assess Yourself Express Yourself – 3 hrs – Rejected.**

**Motion by Ray Harris to accept the recommendation and Seconded by Pamela Kobrock. Motion passed.**

**RI Association of Realtors**

- GRI Risk Reduction Series – GRI 201 – 15 Core**
- Introduction to Real Estate Auctions – 6 CEH**
- Toward a More Objective Comparative Marketing Analysis – 3 CEH**

**Motion by Ray Harris to accept the recommendation and Seconded by Pamela Kobrock. Motion passed.**

**RI Real Estate Education Academy**

- Fair Housing & Ethical Practices and Environmental Issues –3 Core**
- Rhode Island Contract and Forms – 3 Core**
- Real Estate Appraisal and Land Use Controls & Property – 3 hrs**
- Title Records and Real Estate Financing Principles – 3 hrs**
- Real Estate Financing Practice and Leases – 3hrs**
- Closing the Transaction and Real Estate Investment**
- Intro to the Real Estate Business and Real Property & the Law –3 hrs**
- Legal Descriptions and Real Estate Taxes & other Liens – 3 hrs**
- Real Estate Brokerage and Listing Agreements & Buyer Agreements – 3 Core**
- Real Estate Contract Law and Transfer of Title – 3 Core**

**Motion by Ray Harris to accept the recommendation and Seconded by Pamela Kobrock. Motion passed.**

**Instructors - Brenda Marchwicki presented the recommendations of the Continuing Education committee to the Board for approval.**

**Keller William Real Estate School**

- Mary Couto**

**Kent Washington Association of Realtors**

- Jennifer R. Bove
- Dean A. deTonnancourt
- Robert R. Latham, Jr.

### **Investment Property Exchange Services, Inc.**

- Patricia Flower

**Motion by Ray Harris to accept the recommendation and Seconded by John Silvia. Motion passed.**

### **Old Business**

**Chairperson David Iannuccilli began discussion of Sec. 5-20.6 Agency. David Iannuccilli and John Silvia reviewed several portions of the law and recommended proposed changes. William DeLuca made a suggestion to the Chairman that he and John Silvia type up the notes they made regarding the changes to Sec. 5-20.6 and provide them to Mary Ann Dube, who will distribute them to all the Board members before the next meeting. John Silvia concurred and suggested they could provide additional rationale for the changes. It was requested that a redline version be submitted if available. To be placed on the agenda for next month.**

**Chairperson David Iannuccilli began discussion of Regulation 11. John Silvia suggested that the Board hold off until next month when legal counsel, Ellen Balasco was available.**

**Chairperson David Iannuccilli suggested also doing a written version**

**of Regulation 11 for review by the board members.**

**Chairperson David Iannuccilli began discussion of Sec. 29 – Real Estate Schools and Sec. 30 – Continuing Education. William DeLuca requested additional time to review as a memo that was submitted by Norma Mousseau of RI Assoc. of Realtors was quite extensive and he needed additional time for review.**

**Both items to be placed on the agenda for next month.**

### **New Business.**

**William DeLuca discussed the new change in the Rhode Island law of the requirement for three recommendations from Rhode Island residents instead of the old wording of three citizens. He advised the Board that for out of state applicants they are being advised it is three Rhode Island residents.**

**Discussion of banks issuing W2 forms for short sales and foreclosures. Suggested that information be put into RI Association of Realtors communications to make industry aware of issue.**

**Brenda Marchwicki brought up for discussion that companies are offering to buy homes while posing as a real estate agent. She reported that do not return calls and act in some cases improperly. She requested that real estate salespersons and Brokers should be made aware of these inappropriate activities as a scam.**

**General discussion of newspaper reporting of sales transactions being listed as \$1.00.**

**Chairperson Iannuccilli advised the board members of the issuance of the 2012 meeting schedule. General discussion of using alternative locations for meetings for more public participation. Also inviting the various local boards again to attend our meetings during the upcoming year.**

### **Opportunity for Public Comment**

**Norma Mousseau asked if the Real Estate section would require a list of students whom graduated from her school in the previous year. William DeLuca reported that the list might not be needed this year. The change over to the new licensing system requires the licensee to provide the information to the department.**

**Chairperson Iannuccilli advised the members that the next meeting would be held on January 12, 2012 at 9:15 am. Also, the continuing education committee meeting would be held on January 10, 2012.**

**Chairperson Iannuccilli asked for a motion to adjourn. Brenda Marchwicki seconded the motion. The meeting was adjourned at 10:43 am.**

**Respectfully submitted,**

**William J. DeLuca**  
**Real Estate Administrator**